

FIG. 1

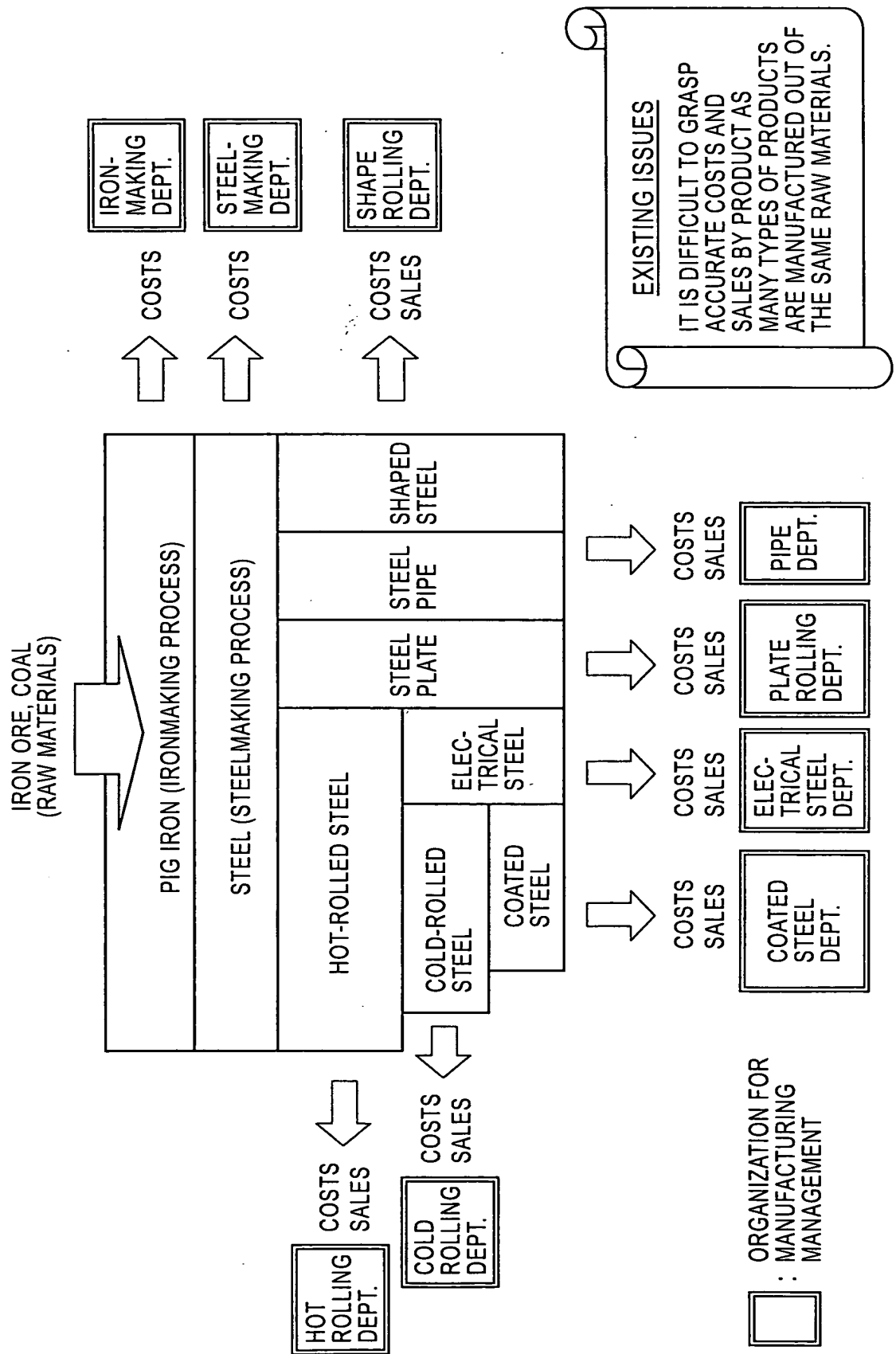
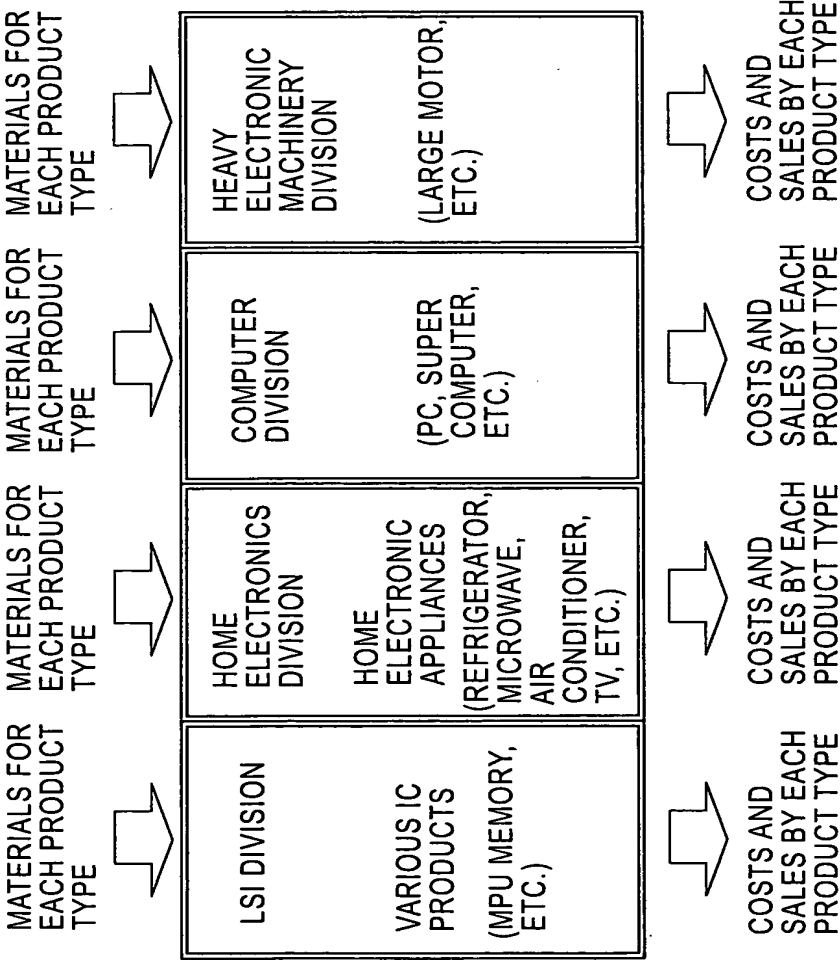


FIG. 2



MATERIALS CAN BE PURCHASED FOR EACH PRODUCT TYPE AND PRODUCTS CAN BE SOLD INDIVIDUALLY

→

IT IS DIFFICULT TO APPLY THIS MODEL TO ORGANIZATIONS IN IRON AND STEEL INDUSTRY

FIG. 3

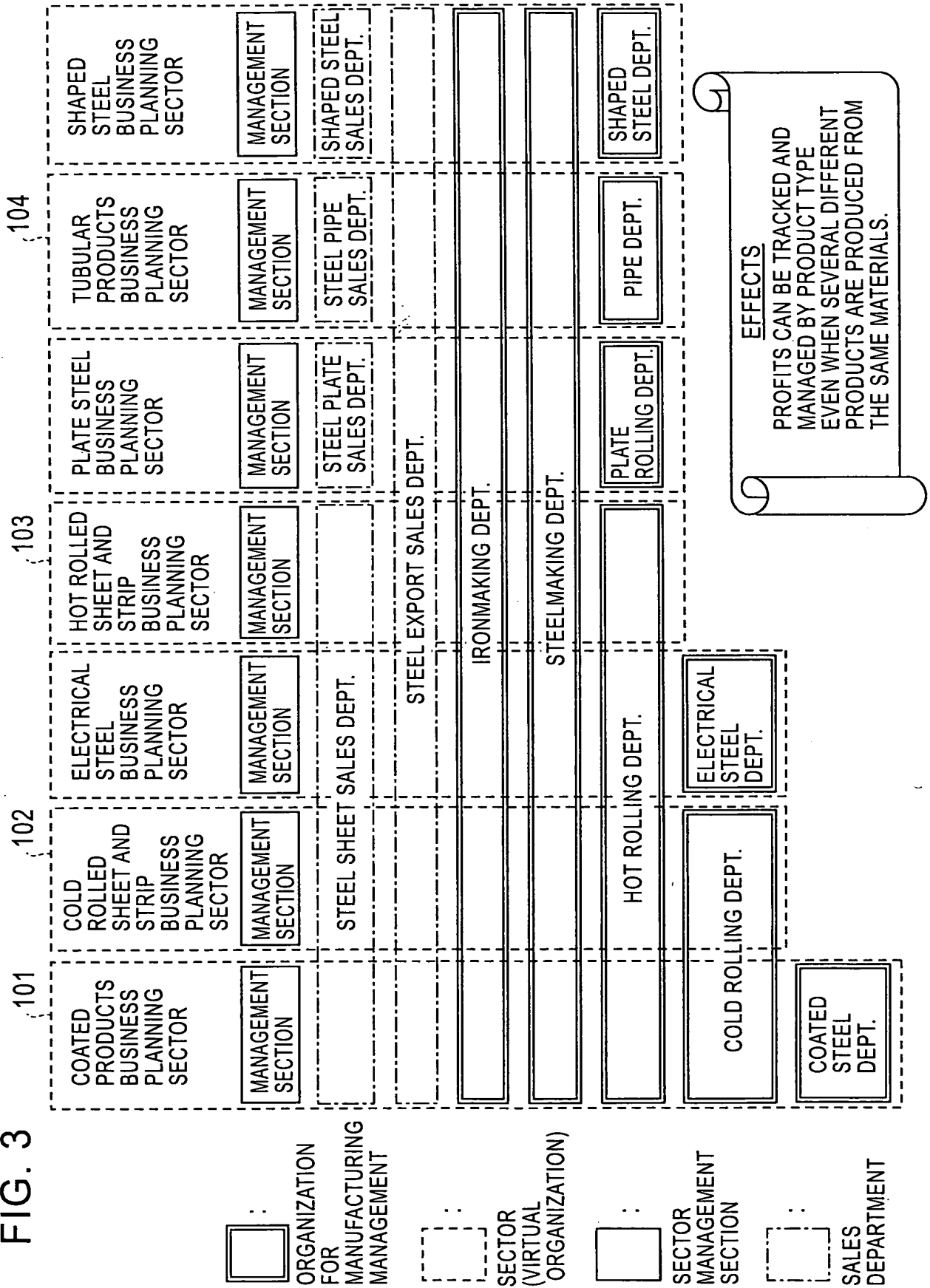
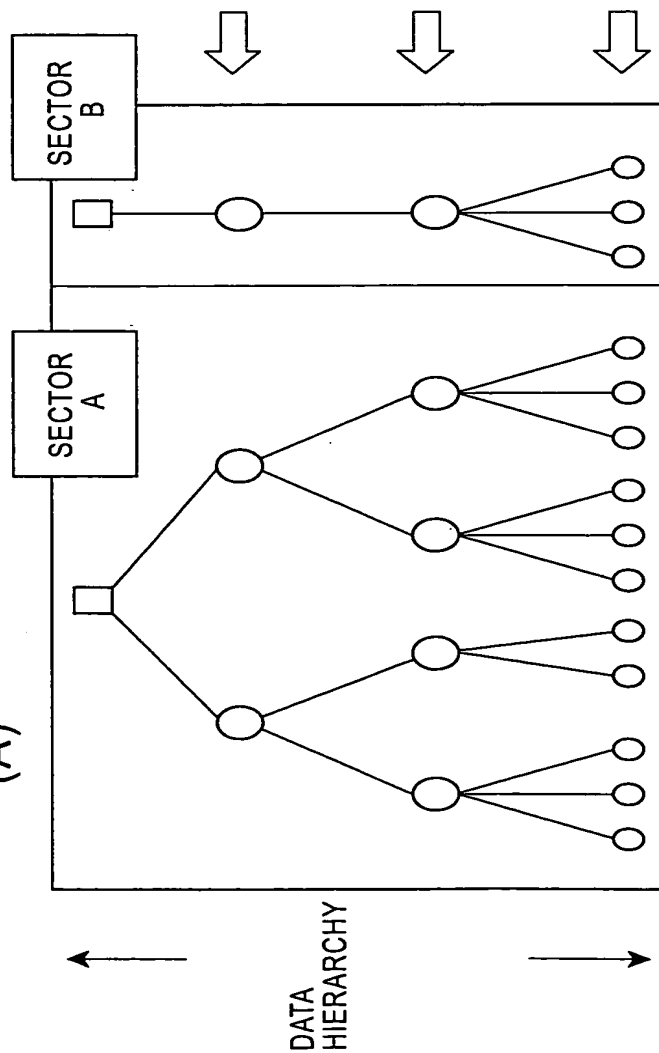


FIG. 4

(A)



COMMON PRODUCT TYPE (HUNDREDS OF TYPES):
CLASSIFICATION USED FOR SALES/MANUFACTURING
PLANNING.
HEADQUARTER DEVELOPS SALES/MANUFACTURING
PLANS BASED ON THIS ROUGH CLASSIFICATION.

SALES PRODUCT TYPE (THOUSANDS OF TYPES):
CLASSIFICATION USED FOR CORPORATE ACCOUNTING.
IRONWORKS DEVELOP SALES/MANUFACTURING PLANS
BASED ON THIS FINE CLASSIFICATION.

MINIMUM PRODUCT CLASSIFICATION
(FOR EACH ORDER: SEVERAL TENS OF THOUSANDS
TO SEVERAL HUNDRED THOUSAND TYPES):
CLASSIFICATION USED FOR EACH ORDER.

(B)

DATA STRUCTURE OF SALES
PRODUCT TYPE CODE

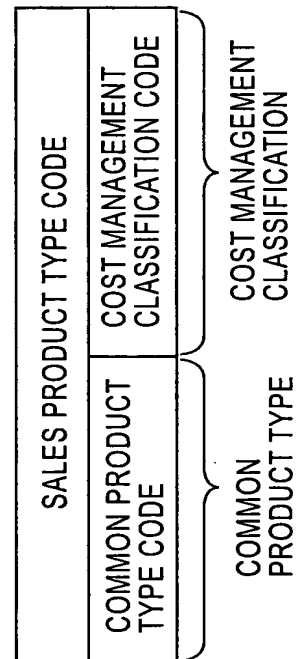


FIG. 5

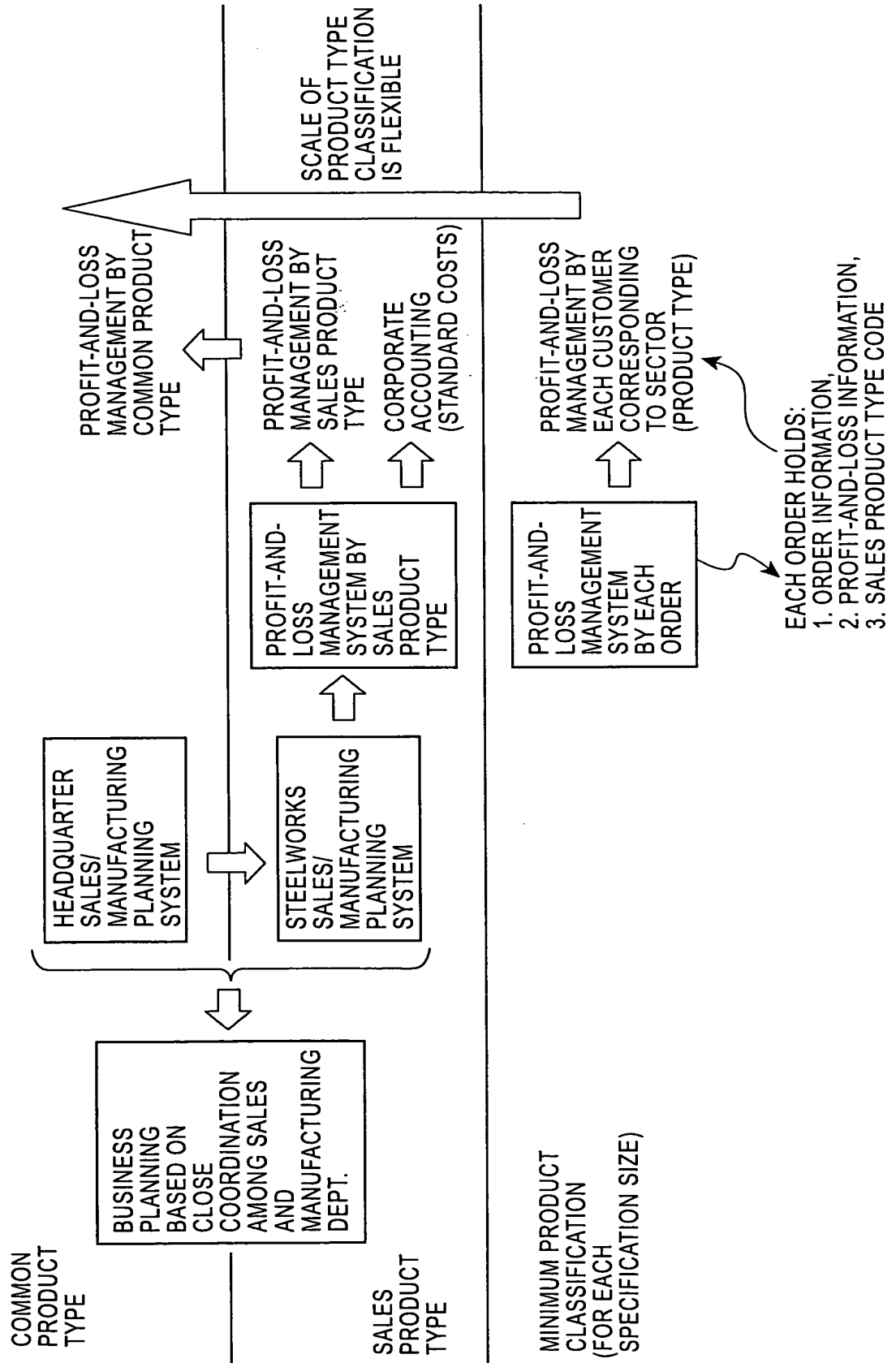
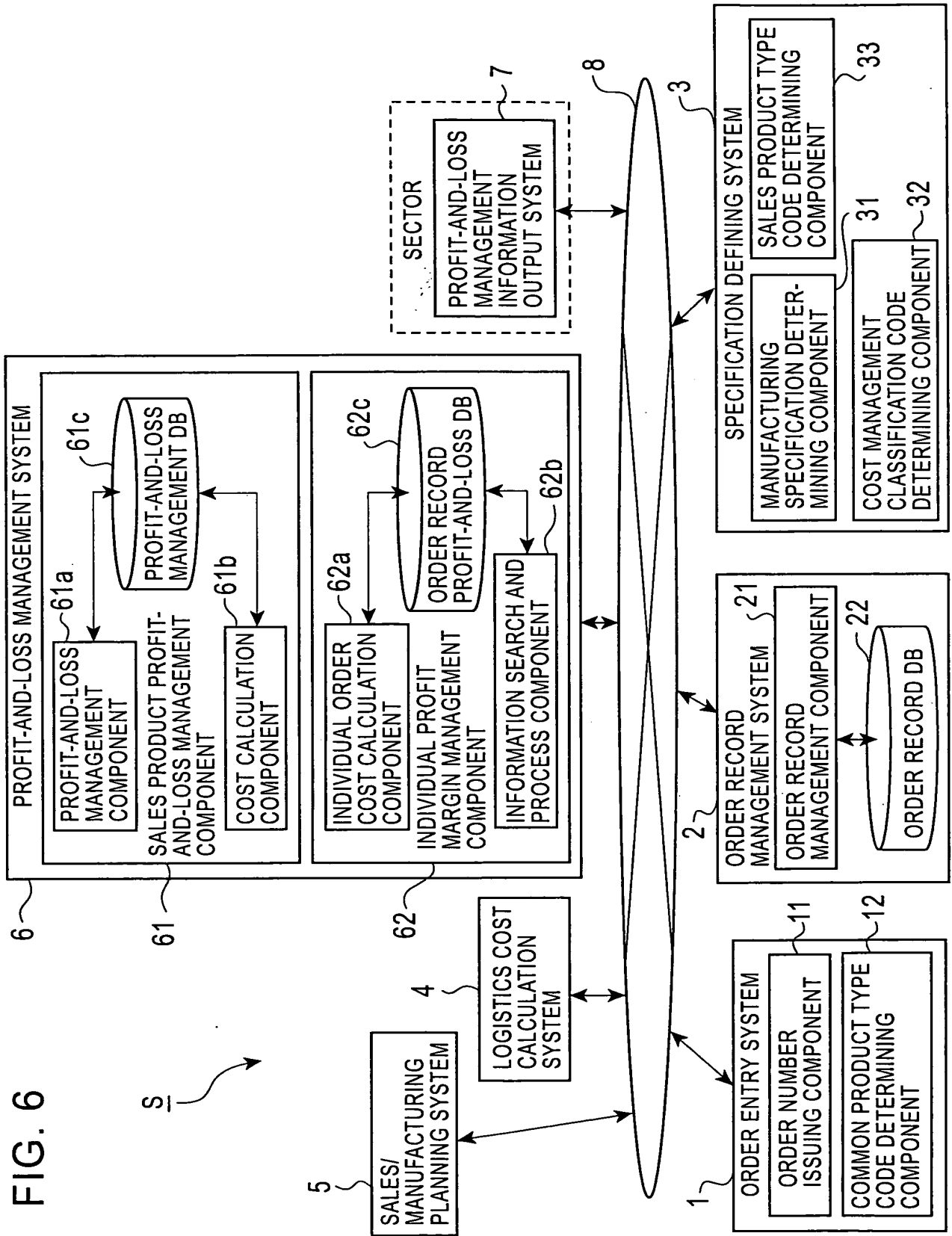


FIG. 6



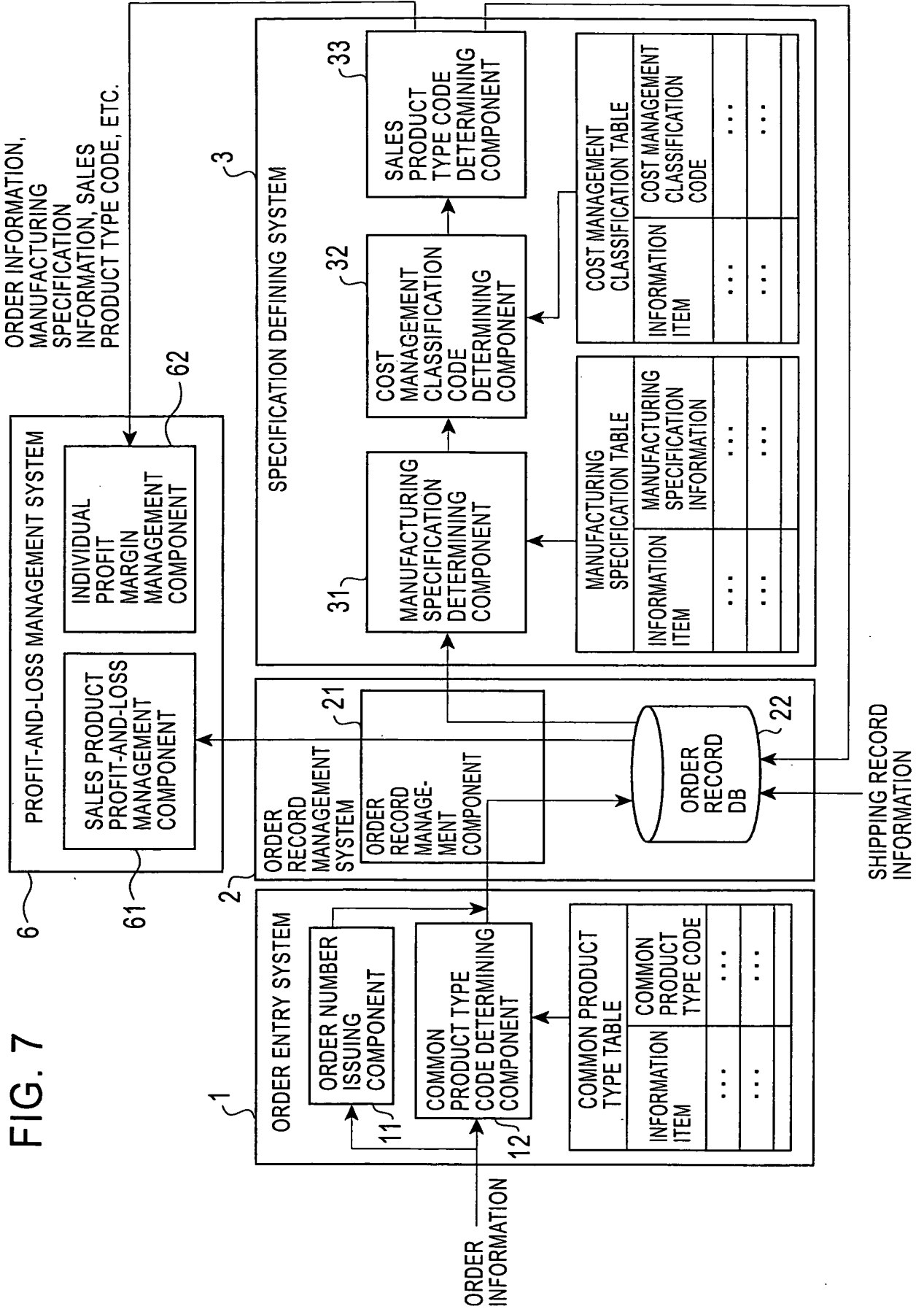


FIG. 8

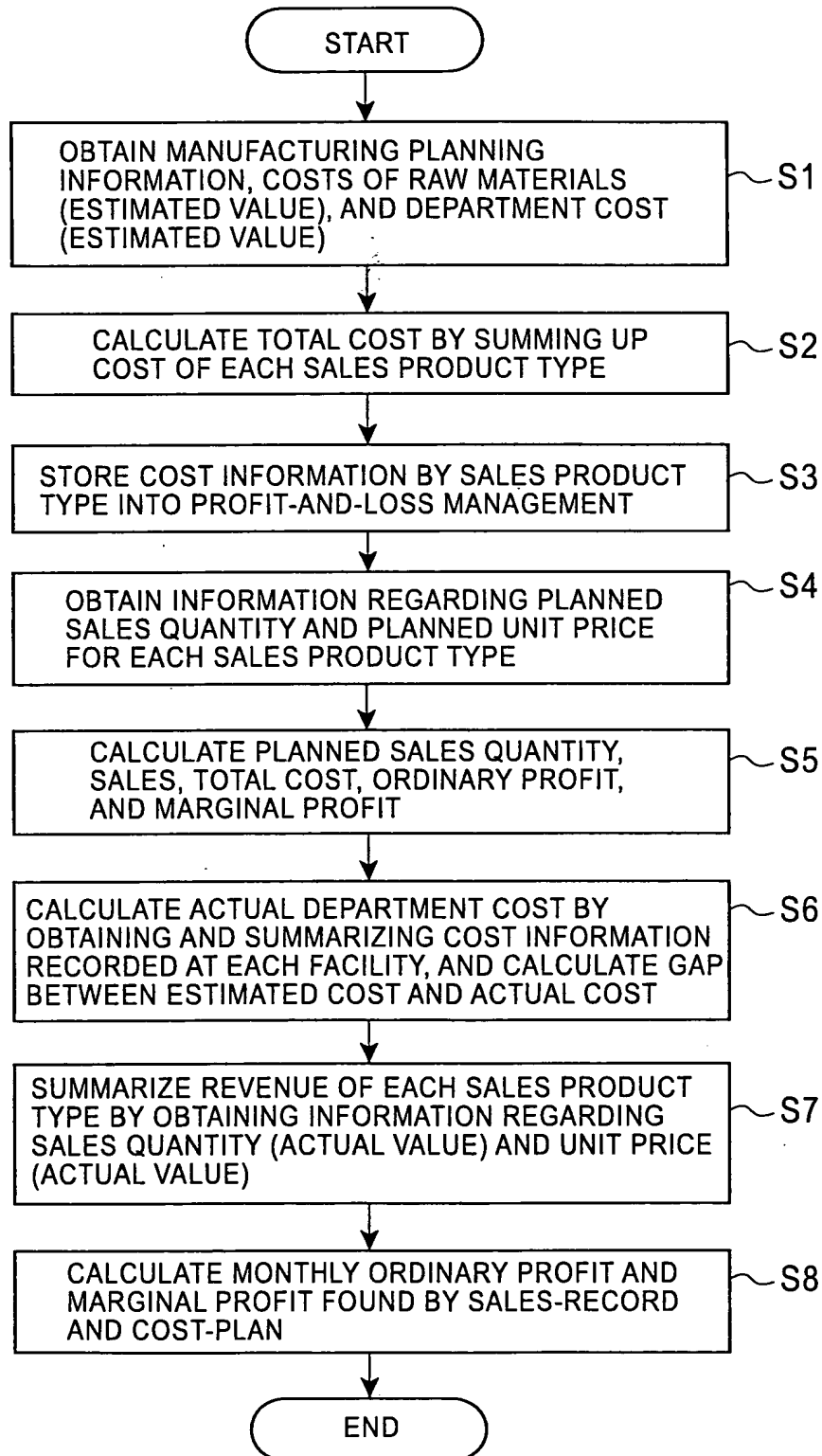
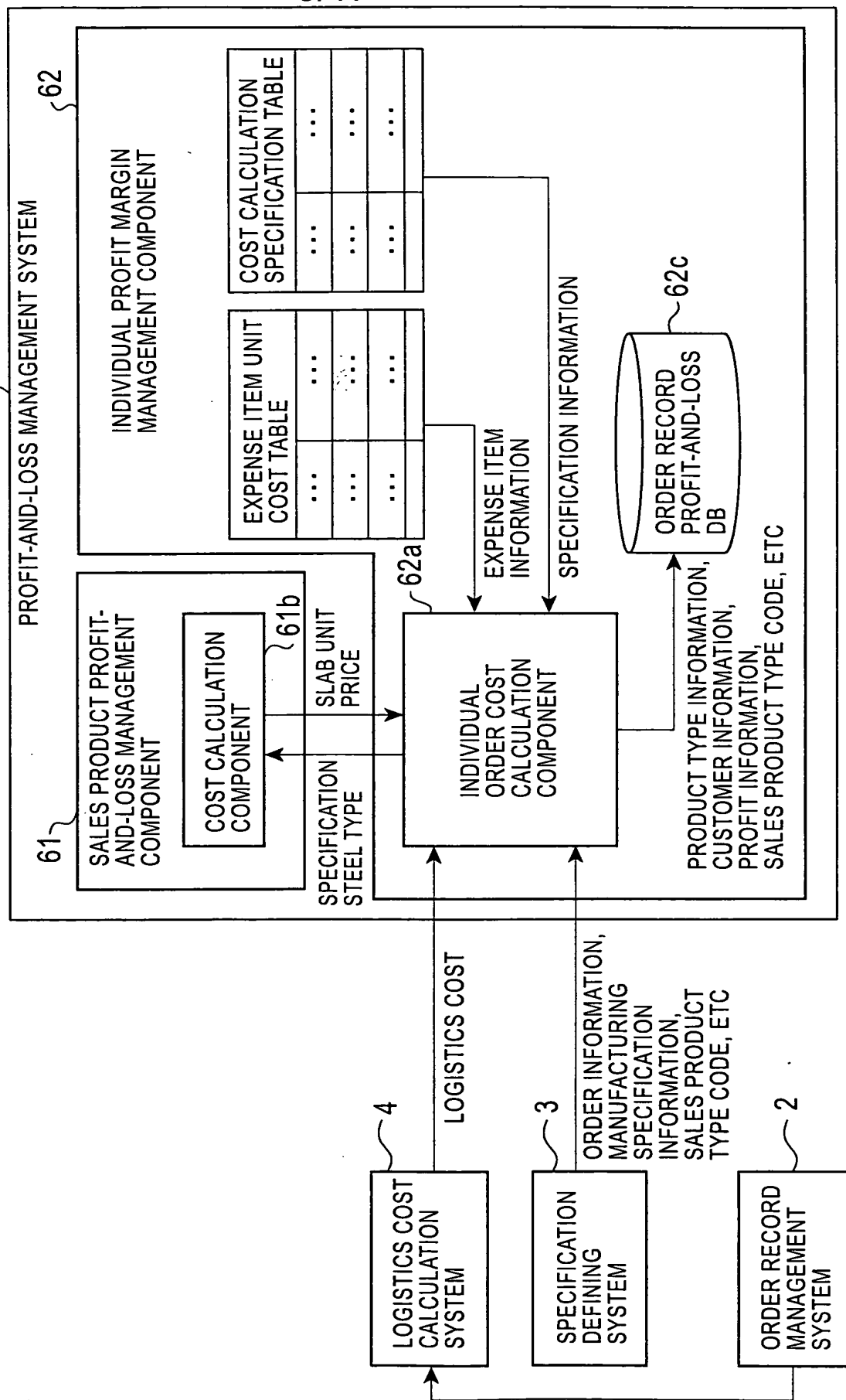


FIG. 9



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FIG. 10

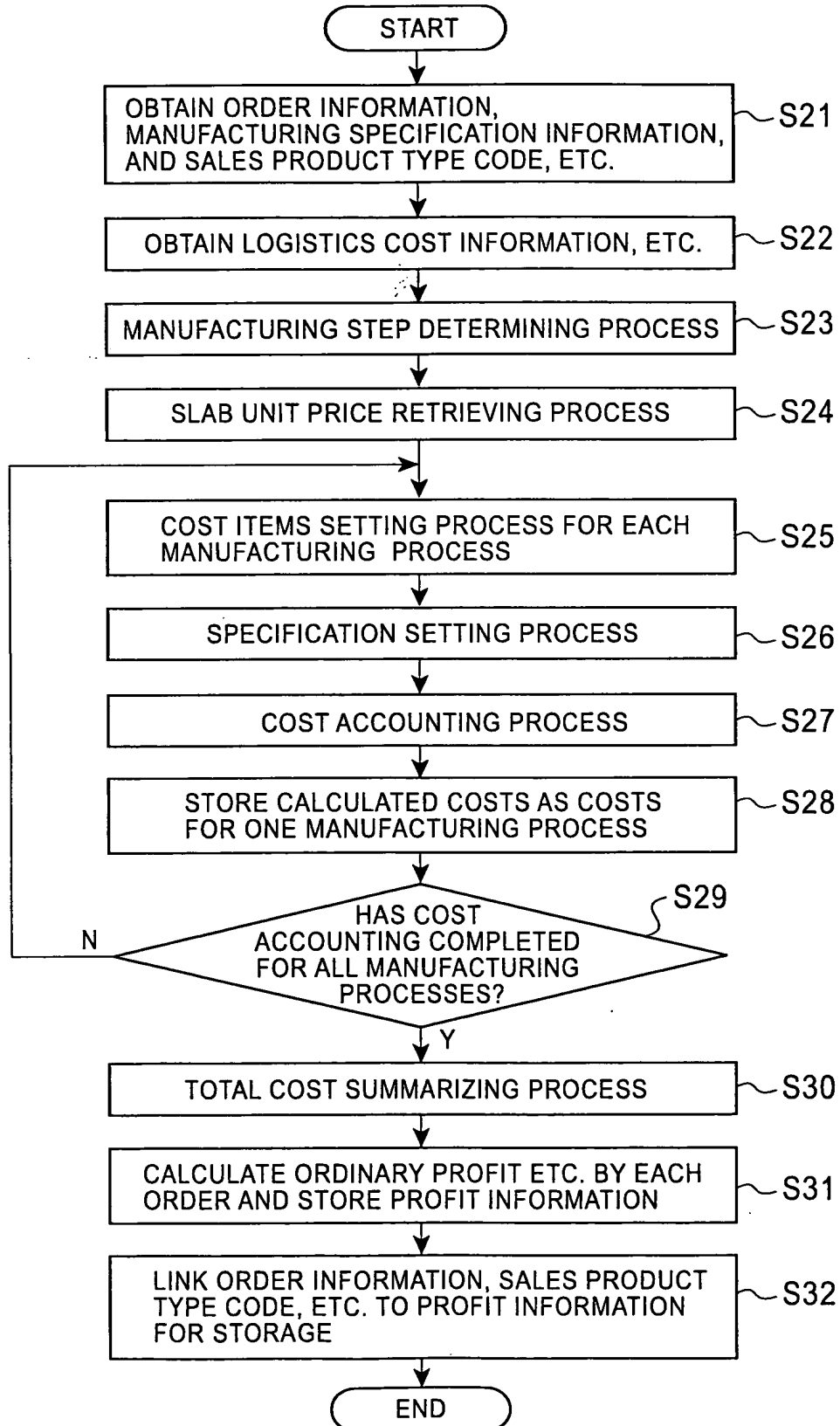


FIG. 11

(A) EXPENSE ITEM UNIT COST TABLE

MANUFACTURING PROCESS	EXPENSE ITEM GROUP	UNIT COST	REFERENCE TABLE NAME
HOT ROLLING	MAIN RAW MATERIAL	SLAB UNIT COST	HOT ROLLING YIELD
	BY-PRODUCTS	XX,XXX YEN/t	SCRAP FROM HOT ROLLING
	FUEL	X YEN/Mcal	FUEL FOR HOT ROLLING
	ELECTRICITY	X YEN/kwh	ELECTRICITY FOR HOT ROLLING
SKIN PASS	MAIN RAW MATERIAL	HOT ROLLING UNIT COST	SKIN PASS YIELD
	BY-PRODUCTS	XX,XXX YEN/t	SCRAP FROM SKIN PASS
PICKLING	MAIN RAW MATERIAL	SKIN PASS UNIT COST	PICKLING YIELD
	BY-PRODUCTS	XX,XXX YEN/t	SCRAP FROM PICKLING
COLD ROLLING	MAIN RAW MATERIAL	PICKLING UNIT COST	COLD ROLLING YIELD
	BY-PRODUCTS	XX,XXX YEN/t	SCRAP FROM COLD ROLLING
	ELECTRICITY	XX YEN/kwh	ELECTRICITY FOR COLD ROLLING

(B) COST CALCULATION SPECIFICATION TABLE

TABLE NAME	CONDITION 1	CONDITION 2	...	SPECIFICATION	OPERATOR	NEXT REFERENCE TABLE
HOT ROLLING YIELD	PLATE THICKNESS XX mm	STEEL TYPE XX		XX,X		HOT ROLLING (ELECTRICAL STEEL)	
				XX,X		HOT ROLLING (PRIMARY)	
HOT ROLLING (ELECTRICAL STEEL)					
HOT ROLLING (PRIMARY)							
HOT ROLLING (OVER ROLL)							
HOT ROLLING (SECONDARY)							
SCRAP FROM HOT ROLLING							

FIG. 12

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ORDER RECORD PROFIT-AND-LOSS DB

ORDER NUMBER	SALES PRODUCT TYPE CODE	CUSTOMER NAME	PRODUCT TYPE	COST	SALES	TOTAL COST	MARGINAL COST	ORDINARY PROFIT	MARGINAL PROFIT	PLANT	DELIVERY PLACE	STAN- DARD	ORDER VOLUME	UNIT PRICE

FIG. 13

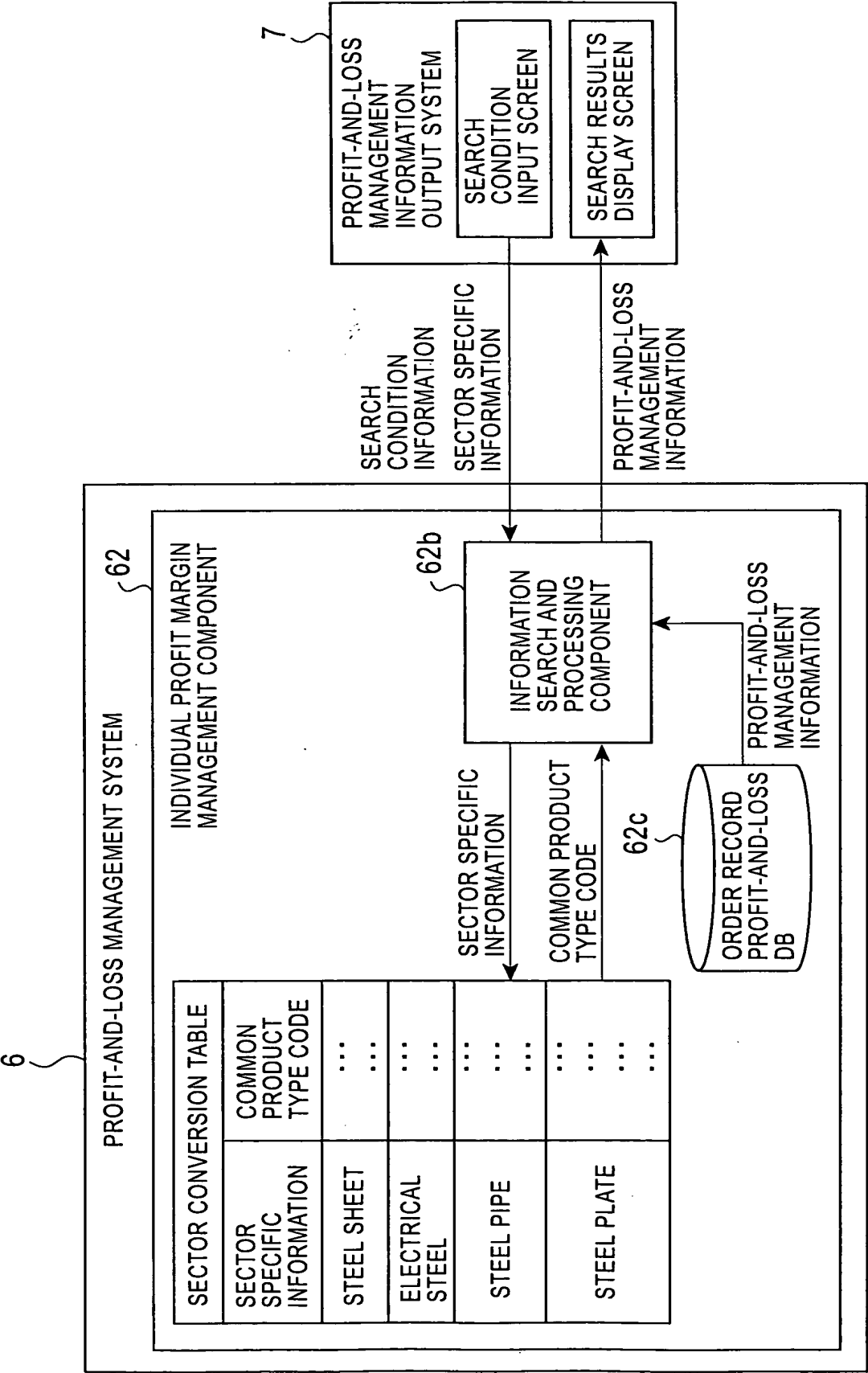


FIG. 14

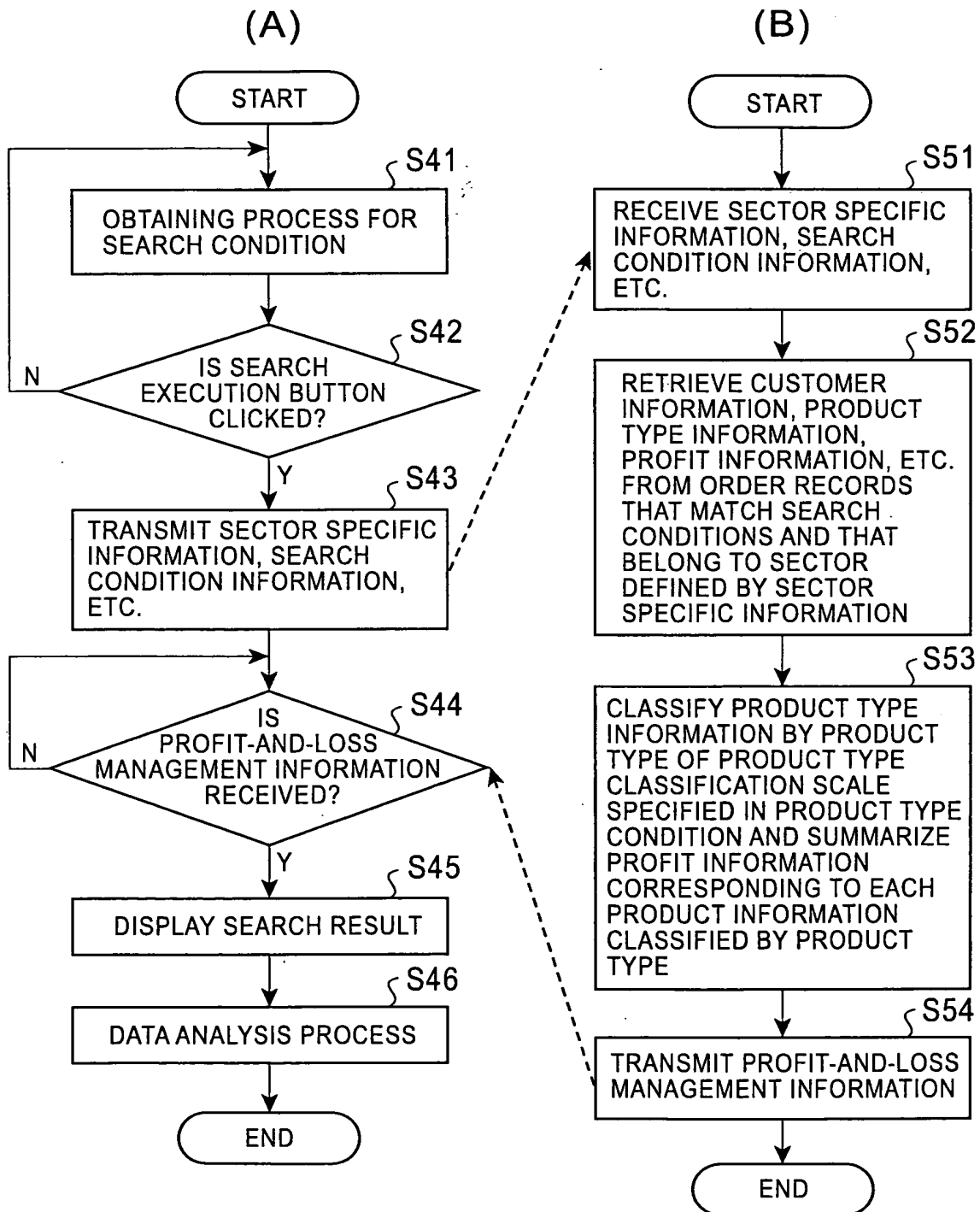


FIG. 15

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SEARCH CONDITION INPUT SCREEN

ITEM

PRODUCT TYPE

COMMON PRODUCT TYPE

SALES PRODUCT TYPE

STEEL PLATE

SECTOR

DOMESTIC/EXPORT

MANAGEMENT DATE

CUSTOMER

RESULT DISPLAY ITEM

☐ CUSTOMER

☐ SALES PRODUCT TYPE

☐ UNIT PRICE

☐ WEIGHT

☐ MARGINAL PROFIT

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SEARCH CONDITION

SECTOR SPECIFIC INFORMATION? = STEEL PLATE

AND

DOMESTIC/EXPORT? = EXPORT

AND

OR

ORDER MONTH? = XXXX TO YYYY

AND

SHIPPING MONTH? = XXXX TO YYYY

AND

.....

81b

EXECUTE SEARCH

SAVE SEARCH CONDITION

PRINT

EXIT

81d

81a

FIG. 16

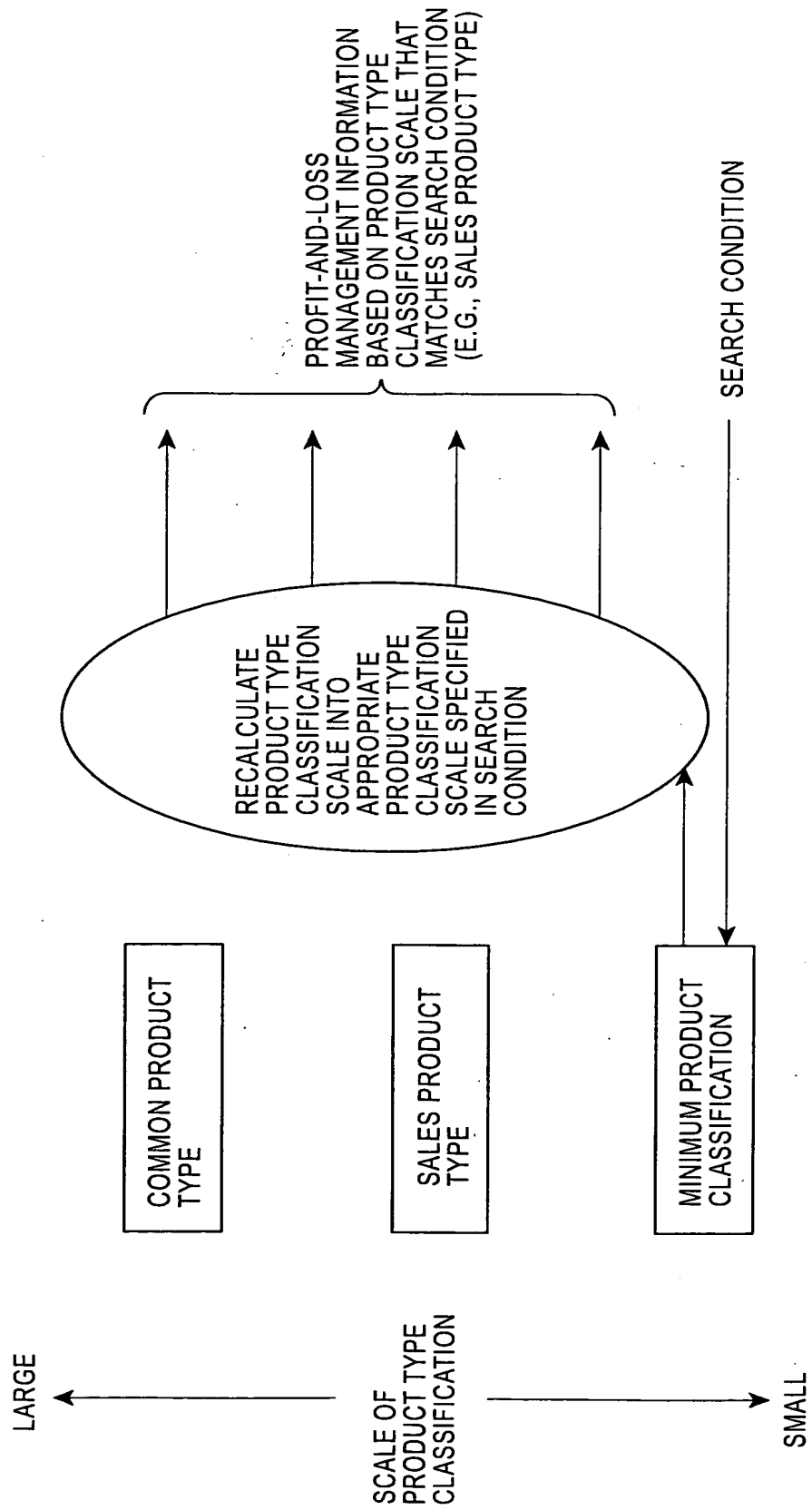


FIG. 17

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CUSTOMER	SALES PRODUCT TYPE	UNIT PRICE	WEIGHT	MARGINAL PROFIT	ORDINARY PROFIT	MARGINAL COST
A	COLD ROLLING ANNEALING	XX	. . .			
A	GALVANIZED	XX				
A	ELECTRICAL GALVANIZED	. . .				
B	COLD ROLLING ANNEALING					
B	GALVANIZED					
C	GALVANIZED					
C	ELECTRICAL GALVANIZED					
D	. . .					

SAVE DATA PRINT BACK TO SEARCH EXIT